## Message Text

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ACTION EB-07

INFO OCT-01 AF-06 ARA-10 ISO-00 AGR-10 CEA-01 CIAE-00

COME-00 DODE-00 FRB-01 H-02 INR-07 INT-05 L-02 LAB-04

NSAE-00 NSC-05 PA-02 AID-05 CIEP-02 SS-15 STR-04

TAR-01 TRSE-00 USIA-15 PRS-01 SP-02 OMB-01 FEA-01

/110 W

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R 201315Z MAY 75

FM AMEMBASSY BOGOTA

TO SECSTATE WASHDC 8713

INFO AMEMBASSY ABIDJAN

AMEMBASSY GUATEMALA

AMEMBASSY MANAGUA

AMEMBASSY PANAMA

AMEMBASSY QUITO

AMEMBASSY SAN JOSE

AMEMBASSY TEGUCIGALPA

AMCONSUL GUAYAQUIL

UNCLAS BOGOTA 4617

EO 11652: NA

TAGS: ETRD EAGR

SUBJ: BANANAS: INTERVIEW WITH UPEB DIRECTOR

1. COLOMBIA'S FORMER MINISTER OF AGRICULTURE, AND PRESENTLY THE CHIEF REPRESENTATIPN OF UPEB, HERNAN VALLEJO MEJIA, WAS THE SUBJECT OF A LONG INTERVIEW TRANSCRIBED IN THE MAY 19 PRESS. HE SAID THAT AT THE RECENT FAO BANANA GROUP MEETING AT ABIDJAN, AFRICAN, LATIN AMERICAN AND CARIBBEAN EXPORTERS MANAGED TO UNITED FOR THE FIRST TIME, AND CREATED A WORKING GROUP TO DRAFT BASES FOR A WORLD BANANA AGREEMENT. HE CAUTIONED, HOEVER, THAT THE EXPORTERS THEMSELVES ARE NOT READY YET TO DISCUSS AN INTERNATIONAL AGREEMENT WITH THE CONSUMING COUNTRIES, AND THAT IT WILL NOT BE EASY TO CREATE AMONG THE EXPORTERS THE UNCLASSIFIED

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UNDERSTANDING OF THE NEED TO MAKE SACRIFICES IN ORDER TO ACHIEVE

## SUCH AN AGREEMENT.

- 2. VALLEJO COULD NOT UNDERSTAND WHY ECUADOR DOES NOT APPRECIATE THE BENEFITS IT WOULD DERIVE FROM JOINING UPEB, WHEN IT HAS BENEFITED SO MUCH FROM OPEC AND OTHER GROUPINGS. HE SAID THERE ARE STRONG GROUPS OF ECUADORIAN EXPORTERS OPPOSED TO THEIR GOVERNMENT'S PRESENT POLICY, BUT THAT THE PRODUCERS DO NOT YET REALIZE THE ADVANTAGES OF UPEB AND SO ARE AGAINST JOINING. THIS IS A POLITICAL SITUATION NO GOVERNMENT CAN IGNORE, HE ACKNOWLEDGED, WHILE HOPING THAT ECUADOR'S POLICY WILL CHANGE.
- 3. AS FOR THE MULTINATIONALS, VALLEJO RECOGNIZED THEIR IMPORTANCE IN THE BANANA INDUSTRY. UPEB IS READY TO DISCUSS WITH THEM WAYS OF AVOIDING HARSH COMPETITION THAT CAUSES LARGE LOSSES. STUDIES HAVE BEGUN, HE ADDED, OF THE POSSIBILITY OF CREATING A UPEB MILTINATIONAL FOR MARKETING BANANAS IN NON-TRADITIONAL MARKETS. THIS COMPANY, HE SAID, WOULD HOPE TO COLLABORATE WITH THE PRIVATE COMPANIES IN DEVELOPING THESE NEW MARKETS. VAKY

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## Message Attributes

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To: STATE

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